

**Answers to Relevant Questions
Received by the Contracting Officer**

1. Define the term “principal member” and explain how this member differs from the other development team members.

Answer: The term “principal member” is defined in the RFQ in paragraph 4.1 as “a team member with an identified ownership interest in the team's operation and related management responsibilities”. The development team may be composed of any number of companies. A development team must meet the minimum experience requirements on page 10, section 4.2, 1 and 2.

2. Can more than [than] one “principal member” satisfy the requirements of RFQ section 4.2 and 4.3?

Answer: Yes, all “principal members” may meet the minimum requirements, but at least one must meet all of the minimum requirements.

3. Last week we attended the Industry forum and visited the document room on this project, I have a specific question on some information I picked up there.

Ref. The installation status report (ISR)

a. Is there a reference to the location of the units that can be found on this report , i.e., the specific neighborhoods?

Answer: The fourth column from the left on the ISR document 1.6 is the quarters number (#).

b. If not is there some information that will identify the Green, Amber & Red units by their neighborhoods?

Answer: Family Housing summary sheet, document 1.3 shows what quarters numbers are in each housing area.

c. Is the "asset size " column an indicator of the building size, i.e., Single Family, 2 - Plex, Tri – Plex, etc.?

Answer: The asset size on ISR document 1.6 indicates one set of quarters.

4. We attended your forum in Seattle for the Military Housing RFQ # DACA02-00-R-0001. We are planning to submit qualifications and need to review one of the requirements. Item 4.2 Minimum Experience Requirements on page 10 of your RFQ notes that three projects each of which needs to have a minimum of 350 units at a cost of not less than \$30 million are to have been developed, owned, and operated by a member of the development team in order to qualify. We have been in the apartment and housing business as owners, developers, and/or contractors since 1973. There are very few companies that build and keep 350 unit complexes due to the potential loss. We normally would not consider complexes over 250 units at any location in the private marketplace in order to limit the risk. We presently own and operate 14 low-rise housing complexes which we developed and built. The value of these complexes is approximately \$XXX million which is above the \$90 million total you have requested as a minimum; however, not as three complexes. We could easily develop, build, and operate a 600 unit complex with ease; but, this has not been dictated by our view of the market. We have an excellent staff with in depth experience to perform the work required for this project and would be an asset to your process. This project is going to be a challenge financially and it would be an asset to have as many experienced bidders as possible to get your best results. Please let us know as quickly as possible if your interpretation or ruling will allow us to submit our proposal.

Answer: The Developer and/or Principal Member must meet the requirements of Section 4.2 as written in the RFQ.

5. Appendix B shows BAH amounts. Do these amounts include utility costs or allowances?

Answer: Section 3.2 of the RFQ explains the utility costs and allowances.

6. What does it mean when it says BAH w/DEP?

Answer: This means the Basic Allowance for Housing (BAH) for a soldier with dependents.

7. In Part 1, Sec. 3.2, Utilities, it is not clear whether or not utilities are in addition to the BAH or are included in the BAH for units occupied by military personnel. The BAH, by definition, is for rent payment for Service Members who live in non-governmental housing. Is the housing that is the subject of this MHPI considered non-governmental because there is a private developer involved?

Answer: Yes.

8. Once the developer and the Army agree on a reasonable amount for utilities does the developer have to make up any shortfall if the renters go over that amount (I'm concerned that there is no incentive for the renters to keep the thermostat at a reasonable temperature as one example).

Answer: Section 3.2 of the RFQ explains in detail the responsibilities for utilities payments.

9. Can the developer add on any cleaning or damage deposits to the BAH?

Answer: No.

10. Are pets allowed?

Answer: Yes.

11. Is the recourse for damaged units or skipped rent through the Military Justice System or the US civil system?

Answer: This will be determined by the CDMP.

12. Have the funds available to Fort Lewis for scoring purposes been determined?

Answer: No, the amount for scoring can not be determined until the completion of the CDMP.

13. Please clarify the Army's intent with regard to the quantity of new housing units to be built during the first 4 years. Does the third paragraph of section 2.1.1 of the RFQ indicate:

a. The approximate number of units to satisfy the deficit in addition to any replacement units?

Answer: No.

b. The approximate number of units to satisfy the deficit inclusive of any replacement units?

Answer: No.

c. Not established at this time, to be decided during the CDMP process?

Answer: Yes.

14. Reference paragraphs 7.0 and Appendix E, Para 52.212.1 of the RFQ:
How does Para 7.0 fit into the SOQ response?

Answer: Paragraph 7.0 provide the required words that must be part of the submittal or included in the transmittal letter.

15. Do we submit paragraph 7.0 with a blank space for the "Army" to sign?

Answer: Yes.

16. Is Para 7.0 to be combined with Appendix E, Para 52.212.1-1, (b) in a cover letter?

Answer: No.

17. If we do a cover letter with the items from the referenced paragraphs, is that included in the "50" count?

Answer: No, the cover letter does not count in the 50 page count.

18. Request clarification on page 12, Requirement 4.3.2 Past Performance, the first bullet, which states:

"Provide at least one reference for each of the following categories that are relevant to your project: financial institutions, local government agencies, business partners, major customers, major contractors, and industry and trade associations."

Is the above term "relevant to your project" referring to the five most recent projects for which information is requested in Requirement 4.3.1 and therefore, means we would need to provide potentially 35 references (5 projects x 7 categories of references). Or, is it a more general request by referring to references that, based on past experience with us, can speak to our ability to perform/meet the requirements of the Ft. Lewis RFQ and therefore, would be just 7 references (1 reference per category)?

Answer: Yes, this equates to 35 references have been requested.

19. How will area prevailed wages and accepted construction standards including apprenticeship training, equal employment opportunities be addressed in regards to the Fort Lewis R.C.I. project?

Answer: This will be determined at the conclusion of Phase one of this contract.

20. Will the Army consider mandatory apprenticeship set asides to assure training opportunities for the construction workers on the R.C.I projects?

Answer: This will be determined after the CDMP is developed.

21. I am interested in understanding the anticipated coordination and structuring of construction financing for the program relative to the private sector and Army.

- a. What do you intend for the private sector to finance and what will the Army finance?
- b. To what extent will the Army provide loan guarantees and subsidize the cost of borrowing?
- c. Who is the borrower?
- d. Is it a joint venture between the Army and the developer or is the burden on the developer?
- e. Is any of the proposed product "for sale" housing, with perhaps underlying land lease, or is everything contemplated to be "for rent" housing?

Answer: These issues must be addressed by the Developer.

22. Can tenants pay more than the BAH if they want to?

Answer: No.

23. Reference page 12, paragraph 4.3.2:

The basic paragraph indicates that we are to provide certain information on individuals who will serve as references for each of the five most recent projects required in paragraph 4.3.1. The next subparagraph asks us to "provide at least one reference for each of the following categories that are relevant to our project: financial institutions, local government agencies, business partners, etc."

a. What is the relationship between the basic paragraph and the first subparagraph? Is the "project" in the second paragraph related to the "projects" in the first?

Answer: 35 references are requested.

b. Does the first sub-paragraph mean for each given category provide one reference that can attest to our performance in a project similar to the Ft Lewis project?

Answer: Yes.

c. Can some of the references in this subparagraph be the same as references in the basic paragraph?

Answer: Yes.

24. The document submittal requirements require that, in addition to the hard copies to be provided, that one electronic copy is also to be submitted. Will bidders be required to submit all documents in electronic format? I refer specifically to the "Financial Capabilities" [section 4.3.4] on page 13 of the RFQ, which requests audited financial statements and 10-K's be provided. Are we required to provide digitized (electronic copies) of these financial statements and 10-K's?. Furthermore, within this section, we are requested to provide documentation relating to bonding and financial capabilities. In the event we decide to provide letters and correspondence from capital and bonding sources, must the letters and related correspondence also be digitized and submitted electronically?. The question would also apply to any and all documents which we may provide, and which are not a part of the 50 page limit. Must all such

documents be digitized and submitted electronically, or will hard copies only of such documents be allowed as part of the submittal?

Answer: The requirements of the RFQ dictate that all submission documents be submitted electronically.

25. Is it possible to have a site visit at Fort Lewis?

Answer: Yes, on January 28, 2000 at 1000hrs [10 AM] a site visit will be held for interested developers. Please call Cynthia Mills, (253) 967-3024, before 1600hrs [4:00 PM] PST, January 26, 2000 to register your interest in attending.